

File 344:Chinese Patent Abs Aug 1985-2003/Nov
(c) 2003 European Patent Office
File 347:JAPIO Oct 1976-2003/Sep(Updated 040105)
(c) 2004 JPO & JAPIO
File 350:Derwent WPIX 1963-2004/UD,UM &UP=200402
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?ds

Set	Items	Description
S1	10693	TELEPHONE(3N)(RECORD OR RECORDS OR CHARGE OR CHARGES OR SERVICE OR SERVICES)
S2	126	BILLING(3N)(CLIENT? OR CUSTOMERS)
S3	0	(REGIONAL()BELL()OPERATING()COMPAN? OR RBOC)(3N)(BILL OR BILLS OR CHARGE OR CHARGES OR SERVICE OR SERVICES)
S4	6	WHOLESALE(3N)(BILLING? OR COLLECT?)
S5	41	(GENERAT? OR CREAT?)(3N)TABULATION?
S6	16	(COMPARE? OR COMPARI? OR ASSESS?)(3N)TABULATION?
S7	0	(S5 OR S6)(5N)(MICROSOFT()SOFTWARE)
S8	33037	AU=(KAM, C? OR KAM? OR CHENG()KUK, J? OR CHENG()KUK J?)
S9	0	S1 AND S4
S10	0	S1 AND S7
S11	0	S1 AND (S5 OR S6)
S12	0	S2 AND S4
S13	0	S3 AND S4
S14	324	S1 AND BILLING?
S15	0	S14 AND (MICROSOFT(SOFTWARE))
S16	0	S14 AND (S5 OR S6)
S17	0	S14 AND TABULAT?
S18	5	S1 AND S2 (Kwic all)

File 344:Chinese Patents Abs Aug 1985-2003/Nov
(c) 2003 European Patent Office
File 347:JAPIO Oct 1976-2003/Sep(Updated 040105)
(c) 2004 JPO & JAPIO
File 350:Derwent WPIX 1963-2004/UD,UM &UP=200402
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File 348:EUROPEAN PATENTS 1978-2003/Dec W02
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File 349:PCT FULLTEXT 1979-2002/UB=20031225,UT=20031218
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Set	Items	Description
S1	14	AU='KAM C':AU='KAM CHEONG ANTHONY TSOI'
S2	0	S1 AND RBOE
S3	1	S1 AND TELEPHONE?
S4	1	AU='CHENG-KUK J':AU='CHENG-KUO F'

Author
search

File 348:EUROPEAN PATENTS 1978-2003/Dec W02

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File 349:PCT FULLTEXT 1979-2002/UB=20031225,UT=20031218

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Set	Items	Description
S1	11705	TELEPHONE(3N) (RECORD OR RECORDS OR CHARGE OR CHARGES OR SERVICE OR SERVICES)
S2	724	BILLING(3N) (CLIENT? OR CUSTOMERS)
S3	21	(REGIONAL()BELL()OPERATING()COMPAN? OR RBOC) (3N) (BILL OR BILLS OR CHARGE OR CHARGES OR SERVICE OR SERVICES) <i>(Kwiz all)</i>
S4	17	WHOLESALE(3N) (BILLING? OR COLLECT?) <i>(Kwiz all)</i>
S5	43	(GENERAT? OR CREAT?) (3N)TABULATION?
S6	35	(COMPARE? OR COMPARI? OR ASSESS?) (3N)TABULATION?
S7	0	(S5 OR S6) (5N) (MICROSOFT()SOFTWARE)
S8	8327	AU=(KAM, C? OR KAM? OR CHENG()KUK, J? OR CHENG()KUK J?)
S9	3	(S1 OR S2 OR S3) (S) (S4 OR S7) <i>(Kwiz all)</i>
S10	38	S1(S)S2
S11	37	S10 NOT S9
S12	21	S11 AND IC=G06F <i>(Kwiz all)</i>
S13	0	S8(S)S1

File 256:SoftBase:Reviews,Companies&Prods. 82-2004/Dec
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 File 2:INSPEC 1969-2003/Dec W2
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 (c) 2003 The HW Wilson Co.
 File 233:Internet & Personal Comp. Abs. 1981-2003/Sep
 (c) 2003 EBSCO Pub.
 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
 (c) 2002 The Gale Group
 File 474:New York Times Abs 1969-2004/Jan 07
 (c) 2004 The New York Times
 File 475:Wall Street Journal Abs 1973-2004/Jan 07
 (c) 2004 The New York Times
 File 139:EconLit 1969-2003/Dec
 (c) 2003 American Economic Association
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Set	Items	Description
S1	17885	TELEPHONE(3N) (RECORD OR RECORDS OR CHARGE OR CHARGES OR SERVICE OR SERVICES)
S2	433	BILLING(3N) (CLIENT? OR CUSTOMERS)
S3	36	(REGIONAL() BELL() OPERATING() COMPAN? OR RBOC) (3N) (BILL OR BILLS OR CHARGE OR CHARGES OR SERVICE OR SERVICES)
S4	29	WHOLESALE(3N) (BILLING? OR COLLECT?)
S5	38	(GENERAT? OR CREAT?) (3N) TABULATION?
S6	96	(COMPARE? OR COMPARI? OR ASSESS?) (3N) TABULATION?
S7	0	(S5 OR S6) (5N) (MICROSOFT() SOFTWARE)
S8	37655	AU=(KAM, C? OR KAM? OR CHENG() KUK, J? OR CHENG() KUK J?)
S9	1	(S1 OR S2 OR S3) AND (S4 OR S7) (Kwic)
S10	20	S1 AND S2
S11	20	S10 NOT S9
S12	17	S11 NOT PY>2000
S13	17	RD (unique items) (Kwic all)
S14	8	S8 AND (S1 OR S2)
S15	8	RD (unique items) (Kwic all)

File 16:Gale Group PROMT(R) 1990-2004/Jan 08
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 File 148:Gale Group Trade & Industry DB 1976-2004/Jan 08
 (c)2004 The Gale Group
 File 160:Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 275:Gale Group Computer DB(TM) 1983-2004/Jan 08
 (c) 2004 The Gale Group
 File 621:Gale Group New Prod.Annou.(R) 1985-2004/Jan 08
 (c) 2004 The Gale Group
 File 636:Gale Group Newsletter DB(TM) 1987-2004/Jan 08
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 File 267:Finance & Banking Newsletters 2004/Jan 07
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Set	Items	Description
S1	714308	TELEPHONE(3N) (RECORD OR RECORDS OR CHARGE OR CHARGES OR SE-RVICE OR SERVICES)
S2	25872	BILLING(3N) (CLIENT? OR CUSTOMERS)
S3	6578	(REGIONAL())BELL()OPERATING()COMPAN? OR RBOC) (3N) (BILL OR B-ILLS OR CHARGE OR CHARGES OR SERVICE OR SERVICES)
S4	3538	WHOLESALE(3N) (BILLING? OR COLLECT?)
S5	226	(GENERAT? OR CREAT?) (3N)TABULATION?
S6	184	(COMPARE? OR COMPARI? OR ASSESS?) (3N)TABULATION?
S7	0	(S5 OR S6) (5N) (MICROSOFT())SOFTWARE)
S8	27964	AU=(KAM, C? OR KAM? OR CHENG())KUK, J? OR CHENG()KUK J?)
S9	45	(S1 OR S2 OR S3) (S) (S4 OR S7)
S10	25	S9 NOT PY>2000
S11	16	RD (unique items <i>(kwic all)</i>)
S12	121	S1(3N)S2
S13	0	S12(S)S7
S14	0	S12(S) (S4-OR S7)
S15	121	S12 NOT S11
S16	116	S15 NOT PY>2000

S17
S18
S19

76 S16 NOT PAGENET?
0 S16(8N)RESELLER?
0 S8(S) (S1 OR S2)

(Reviewed Title)

DIALOG(R) File 16:Gale Group PROMT(R)
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04120000 Supplier Number: 46012026 (THIS IS THE FULLTEXT)
RBOCS BEGIN TO CASH IN ON OPEN LOCAL MARKETS IN OTHER REGIONS
Telco Business Report, v12, n25, pN/A
Dec 18, 1995
ISSN: 1073-8134
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1008

TEXT:

If new entrants thought dealing with one regional Bell operating company (**RBOC**) in a territory was bad, imagine competing with two, three or even all seven in the same place.

Bell companies, such as SBC Communications and U S West, are making their move into other RBOCs' territories, taking advantage of the pro-competitive environment and strategic alliances.

But will moving out of region to provide local **service** prove to be a strategy worth imitating?

"There are varying degrees of that ideology," Richard Klugman, a telecom analyst at PaineWebber in New York City, told Telco Business Report.

To make their mark in another local market, RBOCs initially will have to rely on reselling the incumbent's network. Rates for local **resale** are very dependent on

the regulators in each state.

Out-of-region RBOCs are going to have to ask whether the "law is going to make it more economical to resell or build out

right," Klugman added. This is the same fundamental question that any entrant -- whether a competitive access provider, cable company or alternative local exchange carrier -- must weigh when considering a new market.

Another way into unfamiliar territory is partnerships with providers in related industries.

SBC and U S West are using their assets -- cellular properties or cable alliances, respectively -- to make an entrance into the local markets.

SBC, for example, has a strong cellular presence in the Rochester, N.Y., market. In 1994, the **RBOC** - which has its local operations in Texas, Oklahoma, Arkansas, Kansas and Missouri - bought several cellular properties between Albany and Buffalo.

According to the company, SBC has about 8.3 percent market penetration in upstate New York.

In mid-October, the **RBOC** was approved by the New York Public **Service** Commission as a local landline provider.

The conquest continues beyond New York. SBC applied for local exchange authority in the Chicago metropolitan area. There it plans to build on its existing cellular base to create a package of local, cellular and eventually long-distance **service**, once federal legislation allows RBOCs into the long-distance arena.

SBC also has cellular holdings in Boston, the Washington/Baltimore corridor and central Illinois, so it wouldn't be a surprise to see the **RBOC** applying for local exchange certification in these regions as well.

U S West plans to cash in on its cable alliance to become a provider in the local loop.

"We took a look at the marketplace and trends about three years ago and concluded we needed to become full-**service** providers," said Steve Lang, director of communications at U S West Multimedia Group. "We saw competition coming and determined we could be the competition."

Since that time, U S West has invested wisely in cable operations for future local telephony moves.

The **RBOC**, which serves a 14-state territory in the northwestern U.S., bought a 25 percent stake in Time Warner Communications in 1993 for \$2.5 **billion**.

Through Time Warner, U S West now offers local **telephone service** to a limited number of residential **customers** in Rochester.

U S West recently filed for authority to offer competitive local exchange **services** through its Georgia cable holdings, which it bought in 1994.

The **RBOC** serves more than 520,000 **customers** under the name MediaOne in Atlanta and plans to invest \$250 million to upgrade the system so telephony can be offered by mid-1996.

For the other RBOCs -- Ameritech, Bell Atlantic, BellSouth, Nynex and Pacific Telesis -- becoming local providers out of territory is not in the game plan -- at least for now.

"Our emphasis is on becoming a full **service** provider in our region; we're facing intense competition," said Mike Brand, an Ameritech spokesman.

Several competitors have been authorized in at least three of Ameritech's five states. In addition to competitive providers such as City Signal, MFS Communications and Teleport Communications Group, big guns like Time Warner, MCI and AT&T are looking to take on Ameritech for local market share.

Toward its goal of becoming a fullserv-ice provider, Ameritech has acquired cellular and paging properties throughout its region, and is seeking MFJ relief that would allow it to offer long-distance there too.

Nynex and Bell Atlantic have allied to offer cellular in its region, so it is doubtful that either of those companies will be poaching into the other's territory as a local competitor.

"You have to be mindful of the politics," said PaineWebber's Klugman. "I can't imagine Bell Atlantic starting to build a competitive network in Manhattan."

PCS may be the way in which most RBOCs make their initial foray into other local territories.

"Our most aggressive out-of-region plan is with the PCS PrimeCo consortium," said Jamie DePeau, a Nynex spokeswoman. Although, she noted, the company is exploring out-of-region wireline business alternatives.

PCS PrimeCo - made up of Airtouch Cellular, Bell Atlantic, Nynex and U S West - won 11 licenses in the Federal Communications Commission PCS auction. The licenses cover 26 of the nation's major markets.

Pacific Telesis, though, intends to use its PCS licenses -- which cover all of California, Nevada and part of Arizona -- to strengthen its position at home.

In time -- after federal legislation allows the RBOCs into long-distance - the artificial boundaries of **RBOC** territories will be erased.

"When you offer usage-based **services** like voice and data, minutes know no state boundaries," Bob Barada, vice president of corporate strategy and development at Pacific Telesis, told TBR

As Pacific Telesis begins to send lots of traffic to **customers** outside of California and Nevada, it is likely it will look to offerings in other regions.

"We need to follow our **customers**," Barada said. "We can do so by alliances or **resale**."

Nynex agrees that entering a market to provide just local **service** is just not profitable.

"The goal [of local **resale**] is to get **customers**," DePeau said.

It's similar to the loss leader concept in **retail** stores, where **customers** are enticed to buy big-ticket items after being drawn in by discounts on basic items.

The RBOCs undoubtedly will use local **resale** as a means to attract **customers** to its other, more profitable **services** such

as PCS, cellular and video telephony.

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PUBLISHER NAME: Telecom Publishing Group

COMPANY NAMES: *SBC Communications; US West

EVENT NAMES: *240 (Marketing procedures); 290 (Public affairs); 220 (Strategy & planning)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: 4811801 (Cellular **Telephone Services**);

4834000 (Cable Television **Services**)

INDUSTRY NAMES: BUSN (Any type of business); TELC (Telecommunications)

NAICS CODES: 513322 (Cellular and Other **Wireless** Telecommunications); 51321 (Cable Networks)

SPECIAL FEATURES: LOB; COMPANY

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